OMV Downstream

June 2018
OMV Downstream at a glance

Major milestones in the history of Downstream
OMV Downstream, January 2018

Downstream Oil – Refining & Marketing

**Refining**
- Capacity 17.8 mn t/year
- 90% utilization
- Refined product sales: 23.8 mn t
- Fuels storage capacity: 4.8 mn m³
thereof seaside: 1.4 mn m³

**Marketing**
- Filling stations: over 2,000
- Marketing sales: 10.3 mn t
- Strong retail brand and high-quality, innovative non-oil business (VIVA)
- Modern filling station as a multifunctional service center

**Borealis**
- 36% stake
- Borouge joint venture

---

1. Facts & Figures - April 2018

OMV filling station network
Attractive inland markets with ~200 mn people
Equity gas supply
- 77 TWh

Gas sales
- 113,4 TWh
- Captive use through 1.7 GW gas-fired power generation (Brazi/Romania, Samsun/Turkey)

Gas logistics
- Main operator of Austria's gas infrastructure (pipelines and storages)
- Gas transportation volume sold: 1,499 TWh
- Gas storage volume sold: 30 TWh
- Nominated gas volume at CEGH: 622 TWh
OMV Downstream – robust cash generation through operational excellence along the value chain

Maximize integrated margin through strong integration into:
- Upstream
- Retail
- Petrochemicals

Cross-site integration to improve competitiveness
- Focus on high value products
- Strict cost and CAPEX management

Maintain gas sales market position in weak demand environment and optimize margin
- Maximize value of equity gas
- Strict cost and CAPEX management
- Review of asset portfolio ongoing, develop action plan and execute
Priorities 2018
Overarching Downstream Topics

► **Further focus on people development**
  ► Enhance regular 2018 HR development program by tailor-made Downstream initiatives for Potentials, Experts¹ & Head Of’s/Department Managers

► **Fit for Purpose support & staff functions**
  ► Value vs. Comfort - Optimize all Downstream Support Functions to value add services
  ► Controlling vs. Performance Management

► **Continuous business & operational improvement**
  ► Keep/increase sense of urgency across the Division to unlock further improvement potentials

► **Digitalization @ Downstream**
  ► Establish Downstream digital strategy and road map

¹ Focus on Expert Career Development
Downstream Oil Business Model

Crude Supply | Production | Distribution | Sales

Product Supply

Crude Supply & Logistics

Refinery

Primary Logistics

Secondary Logistics

Sales

Product Supply

Crude Supply & Logistics

Refinery

Primary Logistics

Secondary Logistics

Sales
Downstream Gas Business Model

Gas Supply | Distribution & Storage | Gas Fired Power | Power Sales Gas Sales

- LNG Supply
- LNG Terminal
- Pipeline
- Storage
- Gas Supply
- Power Plant
- Power Sales
- Gas Sales
The Downstream Division consists of seven Business Units

OMV Group

- CEO
- CFO
- OMV Downstream
- OMV Upstream

Downstream Oil
- Crude Supply & Trading
- Refining & Petrochemicals
- Product Supply & Sales
- Retail
- Discount Retail & Business Development
- Supply, Marketing & Trading
- Gas Logistics
- Gas Transport International

Downstream Gas

The energy for a better life.
Management of OMV Downstream

Manfred Leitner
Executive Board Member
responsible for Downstream

Thomas Gangl
SVP
Refining & Petrochemicals

Bas Verkooijen
SVP
Product Supply & Sales

Andreas Schwingshackl
SVP
Crude Supply & Trading

Klaus Jürgen Schneider
SVP
Retail

Holger Hirmann
SVP
Discount Retail & Business Development

Michael Peisser
SVP
Supply, Marketing & Trading

Michael Woltran
SVP
Gas Logistics

Reinhard Mitschek
SVP
Gas Transport International

Alois Virag
SVP
Middle East & Asia
Overview: Downstream Business Units

Refining & Petrochemicals

Main Responsibilities:
- Operate and maintain refineries
- Plan and schedule production
- Operate and maintain OMV owned infrastructure
- Identify and execute investment opportunities
Overview: Downstream Business Units

Product Supply & Sales

Main Responsibilities:

- Sell refinery products into highest value regions
- Manage inland product supply and third party storages
- Plan and execute primary and secondary logistics
- Manage card business
Crude Supply & Trading

Main Responsibilities:
- Source crude, other feedstock and seaborne product
- Capture trading opportunities
- Define end-to-end framework
- Inventory management OMV WEST
Overview: Downstream Business Units

Retail

Main Responsibilities:
- Operation of more than 2,000 filling stations in 10 countries
- Providing Non Oil Business (NOB) offers (shop, gastro, car wash services, …)
Overview: Downstream Business Units

Discount Retail & Business Development

**Main Responsibilities:**

- Management of the international unmanned filling station business of OMV
- Develop new market opportunities in different Downstream Oil areas
Overview: Downstream Business Units

Supply, Marketing & Trading

Main Responsibilities:
- Central steering of the regions (RO, TR)
- Supply and origination
- Optimizing and marketing of gas
- Commercial optimization and marketing of power plants
Overview: Downstream Business Units

Gas Logistics and International Projects

Main Responsibilities:

- Operation and marketing of gas transport in Austria (GCA)
- Commercialization of gas storages
- Management of our stake in the Central European Gas Hub and our Financial Investment in Nord Stream 2
- Development of comprehensive and integrated international pipeline transport solutions for natural gas
## Major milestones in the history of Downstream

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1956</td>
<td>Österreichische Mineralölverwaltung AG founded</td>
</tr>
<tr>
<td>1960</td>
<td>Reopening of Schwechat refinery after two years of expansion and technical renovations</td>
</tr>
<tr>
<td>1960</td>
<td>Entry into mineral oil product distribution with Martha and ÖROP (subsequently ELAN)</td>
</tr>
<tr>
<td>1968</td>
<td>First Natural Gas Supply Contract with the former USSR</td>
</tr>
<tr>
<td>1969</td>
<td>Construction of first ethylene plant (AC1), entry into petrochemical sector</td>
</tr>
</tbody>
</table>
### Major milestones in the history of Downstream

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1970</td>
<td>Commissioning of the Adria-Wien-Pipeline</td>
</tr>
<tr>
<td>1974</td>
<td>Commissioning of the Trans-Austria-Gasleitung</td>
</tr>
<tr>
<td>1980</td>
<td>Commissioning of the West-Austria-Gasleitung</td>
</tr>
<tr>
<td>1984</td>
<td>First unleaded gasoline in Austria</td>
</tr>
<tr>
<td>1987</td>
<td>Acquisition of Burghausen refinery, first step to privatization: 15% of capital stock</td>
</tr>
</tbody>
</table>
### Major milestones in the history of Downstream

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>Acquisition of 45% share in Bayernoil refinery network; 312 BP filling stations in DE, HU, and SK; 149 Avanti filling stations in AT, SK, and CZ</td>
</tr>
<tr>
<td>2003</td>
<td>Sale of first sulfur-free gasoline (10ppm gasoline)</td>
</tr>
<tr>
<td>2004</td>
<td>Largest acquisition in the history of the company: 51% of the Romanian oil and gas company Petrom</td>
</tr>
<tr>
<td>2006</td>
<td>Acquisition of 34% of Petrol Ofisi from Dogan Holding</td>
</tr>
<tr>
<td>2007</td>
<td>Entry into the power business: Decision to realize the first OMV power plant project in Romania (Brazi)</td>
</tr>
</tbody>
</table>
### Major milestones in the history of Downstream

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>First sulfur-free heating oil (Vitatherm) launched in Austria</td>
</tr>
<tr>
<td>2009</td>
<td>Start of trading on the CEGH Gas Exchange</td>
</tr>
<tr>
<td>2010</td>
<td>Acquisition of a further 54.14% of Petrol Ofisi, totaling 96.98%</td>
</tr>
<tr>
<td>2011</td>
<td>OMV expands its range of premium fuels to include MaxxMotion products</td>
</tr>
<tr>
<td>2012</td>
<td>First public hydrogen filling station in Austria opened</td>
</tr>
</tbody>
</table>
## Major milestones in the history of Downstream

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>Sale of OMV filling station networks in Croatia and Bosnia-Herzegovina</td>
</tr>
<tr>
<td></td>
<td>Sale of lubricants business of OMV</td>
</tr>
<tr>
<td>2013</td>
<td>Divestment of 45% stake in Bayernoil refinery network, closing of transaction in June 2014</td>
</tr>
<tr>
<td>2013</td>
<td>EUR 230 mn investment in butadiene production in Burghausen and Schwechat refineries</td>
</tr>
<tr>
<td>2014</td>
<td>Finalize modernization program of Petrobrazi refinery (RO)</td>
</tr>
<tr>
<td>2015</td>
<td>OMV Refining &amp; Marketing and OMV Gas &amp; Power are merged to OMV Downstream</td>
</tr>
</tbody>
</table>
### Major milestones in the history of Downstream

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>Full takeover of EconGas by OMV</td>
</tr>
<tr>
<td>2017</td>
<td>OMV strategic partnerships with Smatrics&amp;Ionity on the future of energy</td>
</tr>
<tr>
<td>2017</td>
<td>OMV divests wholly owned subsidiary OMV Petrol Ofisi</td>
</tr>
<tr>
<td>2018</td>
<td>Divestment of gas fired power plant Samsun (TR)</td>
</tr>
</tbody>
</table>
Legal Disclaimer

This presentation is prepared in order to outline our expression of interest. Nothing in this presentation shall be construed to create any legally binding obligations on any of the parties. Neither party shall be obligated to execute any agreement or otherwise enter into, complete or affect any transaction in relation to this presentation.

All figures and information in this presentation are strictly confidential, they are by no means binding and thus indicative only.

© 2017 OMV Aktiengesellschaft, all rights reserved, no reproduction without our explicit consent.